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Travel Daily

First with the news

Monday 25th February 2013

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Premium econ guide

THIS morning **TD** subscribers received our latest handy supplement, with the release of the 2013 **Travel Daily** Premium Economy Airline Guide.

This year the guide has been significantly expanded, with more and more carriers offering premium economy product.

The guide complements the other **TD** airline guides which cover First, Business and Economy class - traveldaily.com.au/features.

Business events outstrip

AUSTRALIA'S inbound business tourism sector is significantly exceeding targets, with Tourism Australia md Andrew McEvoy this morning hailing the importance of business events in reaching the Tourism 2020 spending goals.

Speaking at the opening of the 21st annual Asia-Pacific Incentives and Meetings Expo, McEvoy said that the yield from

conferences, meetings, incentives and events is a very important part of Australia's tourism mix.

Since formulating the 2020 tourism goals three years ago business event expenditure is up by around 50% to \$12.5 billion.

Tourism Minister Martin Ferguson also hailed the sector's importance, announcing that Melbourne would host TA's 2013 Dreamtime expo in Dec this year.

More in today's issue of **BEN** - www.businesseventsnews.com.au.

WHM visas soar

THERE was a hefty 23.2% increase in demand for Working Holiday Maker visas to Australia in the six months to 31 Dec, with the dept of Immigration reporting record interest from overseas.

Figures released on Fri showed that overall there were 162,000 working holidaymaker visa holders in Australia at the end of the year - a significant proportion of the total of 401,000 visitor visa holders which is also a record.

The strong growth is partly attributed to easier processes, with the expansion of online visa lodgement particularly for travellers from Asia.

Win red balloon prize

THIS week **TD** is offering travel consultants the opportunity to win one of four fabulous \$200 Red Balloon vouchers courtesy of the Singapore Tourism Board.

To enter, describe your best Singapore adventure - details on **page six** of today's **TD**.

Eight pages of news

Travel Daily today has eight pages of news & photos, plus full pages: (**click**)

- AA Appointments
- Travel Trade Recruitment

Live industry fares

BREAKAWAY Travel Club has today launched its new website which, in what's being claimed as an industry first, allows agents to search live availability and book confirmed space flights on industry airfares.

A series of special deals are also on offer to launch the new site, including industry fares from Hawaiian Airlines and car rental deals from Holiday Autos.

For more, see travelclub.com.au.

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Travel Daily

First with the news

Monday 25th February 2013

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Travel Daily on location at AIME

Today's issue of *TD* is coming to you from Melbourne where the 21st annual Asia-Pacific Incentives and Meetings Expo (AIME) is taking place.

AIME 2013 is bigger and better than ever, with more than 750 exhibitors showcasing venues, services, products and more to buyers from across the globe.

The show takes place at the Melbourne Convention and Exhibition Bureau - and this year coincides with Australia's inaugural Business Events Week which aims to highlight the importance of business tourism to the economy.

AIME has this year significantly boosted its educational content with the AIME Knowledge program providing key industry relevant content for attendees.

There's also the new Future Events Experience, which gives visitors hands-on experience on the latest industry technologies.

More in today's issue of *BEN* - businessnews.com.au

Trafalgar pushes Europe

TRAFALGAR has today started a major integrated promotion which aims to draw consumers through agent doors ready to book Europe trips this year.

The 'Europe Week' campaign is being run in conjunction with Etihad, and will see a series of daily Channel 7 *Morning Show* segments featuring personality Laura Csorton experiencing a number of Trafalgar destinations.

It's part of Trafalgar's "major investment" with the Seven network, which has also seen Kerri-Anne Kennerley appear on TV commercials for Trafalgar, as well as in online and integrated magazine content.

Trafalgar md Matt Cameron-Smith told *TD* that Csorton, who's the show's newly assigned travel presenter, will showcase several unique Trafalgar experiences, with the tour operator positioned as enabling travellers to see each destination as an "insider".

The segments will include a 'Be My Guest' dinner at Casa Esposito Lemon Farm, as well as a walking tour of Vienna and a visit to the Isle of Capri with Trafalgar.

Morning Show viewers will also have the opportunity to win a \$10,000 Europe holiday courtesy of Trafalgar and Etihad.

Cameron-Smith said there's also a separate \$10,000 Trafalgar *Imperial Europe* holiday up for grabs, including Etihad flights.

To be in the running, agents need to sell a Trafalgar Europe & Britain trip along with an EY airfare this week, with the winner to be announced next Mon.

Special Etihad airfares are being offered in conjunction with sales of Trafalgar holidays, leading in at just \$1499 return to Dublin.

Etihad country manager Lindsay White told *TD* that the move is part of an ongoing partnership between the carrier and The Travel Corporation.

He said that Etihad and Trafalgar are "a great fit" with the service offered on Trafalgar holidays in tune with Etihad's in-flight offering in both its premium and economy cabins.

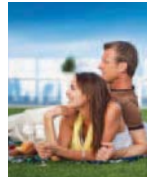
As well as the airfare bargains, Trafalgar is offering savings of up to \$600 per couple as part of this week's promo - see trafalgar.com.

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Travel Daily

First with the news

Monday 25th February 2013

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ETIHAD
AIRWAYS

Skywest, Virgin deal with shareholders

THE High Court of Singapore has called on Skywest Airlines to seek a vote from shareholders on the fate of the proposed acquisition of the carrier by Virgin Australia.

Although based in Perth, shares in Skywest Airlines Limited are owned by the Singaporean

holding company for Skywest, of which VA is seeking to buy 100%.

Announced late on Fri, the requested 'scheme meeting' will be convened on 13 Mar by the firm's shareholders to decide on whether to proceed with the strategic partnership.

"The company will update the market on further developments," a stock exchange update said.

Last month, the Australian Competition & Consumer Comm. said it would not oppose the venture (**TD 31 Jan**), with chair Rod Sims saying the deal "is unlikely to lead to a substantial lessening of competition in any relevant market."

"The message that we received from the market was broadly supportive of the proposed acquisition," Sims previously said.

FJ A330 pilots ready

AIR Pacific is ramping up preparations to take delivery of the first of its brand new Airbus A330-200s in May, with the first batch of eight pilots undergoing training at the Airbus Training Facility in Miami, Florida.

The training covers everything from learning Airbus aircraft systems and fly-by-wire design philosophy, to flight training in full motion and full visibility flight simulators.

Up to 50 Air Pacific pilots are expected to take the transition training from flying Boeing 747, 767 and 737 aircraft to FJ's first ever fleet of Airbus aircraft.

Themed wizard cruise

LA-BASED firm Whimsic Alley has announced its first annual 'Wizard Cruise' aboard Princess Cruise Line's *Golden Princess*, scheduled for 27 Nov 2013.

The four-day cruise over the US Thanksgiving holiday weekend promises "no symposing" but "round-the-clock activities" targeted towards wizard-buffs.

The final Wizard Cruise agenda will not be revealed as "half the fun is the surprise," Whimsic says.

Departing San Pedro, California, the return voyage visits San Diego and Ensenada, Mexico.

Participant numbers are capped at 600, with Whimsic Alley saying it has already received hundreds of people registering interest.

Profitable Back-Roads

STRONG demand for small group tour options has resulted in a doubling of revenue & passenger numbers for Back-Roads Touring, the company has reported.

The operator says UK/Europe bookings departing from Australia between Oct-Dec were up 120% and up 106% on revenue when compared to the year prior.

EK Autumn transition

EMIRATES has released special return fares to the New Zealand cities of Christchurch & Auckland starting from \$395 and \$388, with Business Class priced from \$1,398 and \$1,405 respectively.

Fares are valid for sale to 28 Feb, for travel 26 Feb-30 Jun, with some blackout dates applicable.



Window Seat

AN AIR India pilot's musical and rhyme creativity, commendable as it may be, is likely to earn him the ire of his bosses after posting a YouTube video dissing his bosses & female colleagues.

The expletive-laden tirade, set to a looping RnB soundtrack, blasts airline management, poor salaries, frequently cancelled services and ageing colleagues in a multi-minute long gripe.

One of the lines says "How do I fly with women in their sixties. They call them air hostesses, we call them aunties".

"People work here for a lifetime, they never retire, seeing old faces everyday gets my a\$\$%#& on fire," it continues.

Airline management have said they will review the pilot's record before deciding whether to discipline him for the video.

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Hi Express in Phuket

HOLIDAY Inn Express Phuket Patong Beach has been officially opened, with the 277-room property offering private balconies close to the main beach.

Tas East Coast push

THE Tasmanian Government and East Coast Tourism have formed a new alliance to support tourism to the region.

Tasmania's Minister for Tourism Scott Bacon said the partnership aimed to promote experiences on offer on the East Coast to visitors from interstate and overseas.

A marketing plan for the area is the next step for the groups.

Forty new Wyndhams

WYNDHAM Hotel Group has signed a property management agreement with Germany's Grand City Hotels to rebrand 43 hotels under various Wyndham names.

The rebrand will be rolled out aggressively on 33 of the hotels, to be ready by 01 Mar, however the remainder will be installed progressively over two years.

All of the properties are located in Germany except for two, which are in Antwerp and Amsterdam.

HKTB ring in Year of the Snake



CHAMPAGNE corks and streamers flew as the Hong Kong Tourism Board welcomed in the Chinese New Year at a glittering cocktail function last week.

Members from across the travel industry were in attendance, representing tourism boards, hotels and airlines such as Virgin Atlantic, Qantas Airways, Qantas Holidays, along with attendees from Directions Marketing, The

Mira Hotel in Hong Kong & even from Ecruising.travel.

All were on hand to ring in the 'Year of the Snake' which promises to be a fun and rewarding year.

The team from the Hong Kong Tourism Board, **pictured** above from left, consists of Lisa Lee, Miryana Power, Jane Scribner, Andrew Clark, Belinda Thomas, Barton Druitt and Anna Chui.

Wendy organise visas

PASSENGERS visiting China with Wendy Wu Tours can now enjoy a 72-hour stay pre or post tour in Beijing or Shanghai without a visa, organised by the operator in conjunction with a tour booking.

The new regulation is aimed at boosting travel to the two major Chinese cities if proof of onward travel can be presented at the time of entry.

Chile taxi ride advice

DFAT is advising Chile-bound tourists to arrange taxis by phone, particularly if travelling alone or at night, to avoid the possibility of being robbed or assaulted by shonky drivers.

Smarttraveller suggests prepaid official taxis are available to book in Santiago at the airport.



"Leaders in real Asia travel experiences"

Travel Indochina has two fantastic opportunities available for sales professionals to join our Sydney head office team, and respected brand.

Business Development Manager - NSW:

The primary purpose of this role is to identify, qualify and capture new business for Travel Indochina while nurturing existing relationships. You will play an important role in our exciting growth strategy and wider business plan. Ideal for a personable sales expert with solid business acumen, and a high level of independence and motivation.

Sales Executive:

The main purpose of this head office based role is to support the National Industry Sales team across the country execute its business plan. You will play an important role in coordinating the activities of the department, and implementing various sales initiatives. Ideal for a detail focused individual with strong interpersonal skills, and experience working in the travel industry.

Travel Indochina is a business that fosters a fun and exciting work environment, and a culture of rewarding hard work and performance. In return for your hard work and dedication you will enjoy a competitive salary, with the potential to travel both domestically and internationally.

Please apply by email with a covering letter and a full Curriculum Vitae to timothy.cook@travelindochina.com.au by close of business Friday, 8th March 2013.

Only short-listed candidates will be contacted.



Leisure Consultant - Sydney

Goldman Travel Corporation has a fantastic opportunity for a proactive individual with strong selling skills and product knowledge to join our Goldman Holidays leisure team.

Your expert knowledge in leisure travel, coupled with your exemplary client service will see you succeed in this exciting role.

Key responsibilities will include booking international and domestic leisure travel packages. We are looking for someone who is well travelled, has excellent knowledge of upmarket hotels and tour suppliers.

If you believe this role is right for you or request further information send through your resume or contact David Goldman, at david@goldmantravel.com.au or (02) 8333 7700.

All applications and contact will be treated as confidential.



Experience a Trafalgar holiday yourself!

Experience an Imperial Europe guided holiday for you and a friend with return economy flights with Etihad Airways. To enter, simply book any 2013 Trafalgar Europe & Britain guided holiday combined with an Etihad Airways airfare during Europe Week!

For full details visit:
www.trafalgaragent.com



Redeem on SQ mobile

MEMBERS of Singapore Airlines' loyalty scheme, KrisFlyer, are now able to make redemption bookings on the move through the SQ Mobile application.

The new service is in addition to the ability to check membership status and extending expiring miles through the app.

Future updates planned will also enable KrisFlyer members to waitlist flights and alter redemption bookings.

3x Marriott rewards

MARRIOTT Hotels & Resorts has launched a Triple Rewards promo across all properties in Australia, offering additional benefits when booking meetings and events.

Event organisers booking groups between 01 Apr-30 Sep 2013 can add extra bonuses - including more free rooms (1 per 35), a 5% discount if contracting with five days of receiving a proposal, double Marriott Rewards & more.

The campaign runs until 02 Apr - www.marriottmeetings.com.au.

QF director resigns

QANTAS this morning announced the resignation of Corinne Namblard from its board.

Namblard has been embroiled in Italian court proceedings over a financial scandal surrounding a European bank where she was formerly an official.

She strenuously denies any wrongdoing, but has resigned to ensure that the continuing media focus on the case doesn't distract from QF's strategic imperatives.

Record PER jobs

A NEW Government report into the increase in local employment generated by airport expansions in Australia has been released.

Compiled by comparing data from the two most recent census surveys, it found an increase of 5,000 jobs or a 121% jump in the number of PER related jobs, with Brisbane next at 3,900 new roles.

CX/KA Jan stats drop

CATHAY Pacific and offshoot Dragonair carried just over 2.3m passengers in Jan, a 7.3% year-on-year drop which was attributed to Chinese New Year occurring later than normal & trimmed capacity.

Load factors and Available Seat Kilometres were also down 3.4% and 6.3% respectively.

Agents blown away by A380



AGENTS from across NSW were given an opportunity to tour a Qantas A380 hangar recently, and managed to encounter one of the monstrous aircraft to get an inside look at its inner workings.

The popular tour has been in operation for over a year now and has been a sellout each time, giving access to parts of the jet people just don't normally see.

Everything from the cargo holds to the fuel-loading process is explained in depth, with the group also able to see the cockpit and the First Class Suites onboard.

For info on how to arrange one of the tours, speak to the Qantas Industry Sales Team in NSW, with the next tour mid next month.

The group, **pictured** above in front of the one of the engines, puts the utter enormity of the

superjumbo into perspective, consisted of Adnan Nasir, Harvey World Travel Baulkham Hills; Sara Salisbury, Gentry Travel Hornsby; Matt Barros, Trans Am Travel; Melinda Ryan & Mayuresh Tanpure, Royal Caribbean; Alex & Gwyneth Liu, AGL Travel; Pravin & Julia Rai, Gurutravel International; Stephanie Fung, TravelManagers; Peter Bender, Flight Biz; Rangina Sohail & Noor Ahmed, Loyal Travels; Jennifer Somerville, Mediatravel; Yu Zhang, Sino Travel Services; Jacqui Tapon, Flight Centre Kogarah; Darcy Daley, Flight Centre Parramatta; Kathy Brett, Rebecca Calogreedy & Clare Homer, QF CST; Kassy Pho & Trini De Leon, QIC; Marilyn Hatzis, QF National Sales; Joseph Mak, Karen Brown, Kylie Chapman & Kylie Daw from QF NSW Sales.

TRAFALGAR
see the world from the inside

EUROPE
2013
WEEK

Get involved in Europe Week!

This week Laura Csortan will be travelling through Europe with Trafalgar and Etihad Airways on The Morning Show, experiencing what it's like to travel as an insider.

To celebrate, your clients can take advantage of these great deals!

Exclusive Deal

Save \$600* per couple on 2013 Europe & Britain guided holidays

Plus, fly to Europe from \$1,499 with Etihad Airways

Hurry! This week only for the first 200 bookings!



Visit www.trafalgar.com to watch videos of Laura's insider journey through Italy and Vienna!

*Visit www.trafalgar.com for full terms and conditions. 13141TTMR

New KQ/EY codeshare

KENYA Airways will fly three times weekly between Nairobi and Abu Dhabi via a new codeshare pact with Etihad Airways, which is due to take effect from Jun.

Govt rescues iconic Tas railway

UP TO \$6m in funding has been committed to the restoration of Tasmania's West Coast Wilderness Railway tourist attraction by the Federal Government.

The attraction, operated by The Federal Group, was earlier this month announced as set to close from the end of Apr (**TD 07 Feb**) due to a lack of patronage and a rise in maintenance costs.

Transport Minister Anthony Albanese has confirmed the rescue package will bring the iconic attraction back to a safe working standard, but is dependent on the operation finding a long-term proprietor for at least four years.

The rescue agreement was

spearheaded by local MP Sid Sidebottom, who praised Albanese and Prime Minister Julia Gillard for the financial injection.

"Because of the Federal Labor Government, the West Coast Wilderness Railway is literally back on track," Sidebottom said.

The steam locomotive operates a five-hour journey along the state's West Coast between the towns of Strahan & Queenstown.

"It was clear that without Federal intervention, this vital attraction would be lost, taking with it the jobs and economic benefits it provides to the region," Anthony Albanese said.

Diamant anniversary

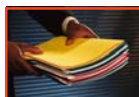
BOUTIQUE property Diamant Hotel Canberra has been named as the official hotel partner of the Centenary of Canberra anniversary celebration, taking place this year.

The announcement will see national and international guests visiting Canberra for official events stay at the 8Hotels property.

MEL engages Wego

MELBOURNE Airport has signed travel aggregation website Wego to provide flight and hotel search technology to Melbourne Airport's official website.

Through the pact, visitors to the www.melbourneairport.com.au site will be able to search for air and hotel product, with many Melbourne-specific offers built in to the portal's Special Deals.



Brochures of the Week

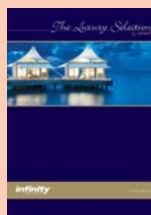
WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Helen Wong's Tours - China 2013

Throughout the new Helen Wong's Tours guide can be found a number of QR (quick-response) codes, offering users the ability to view specialist movies and photo galleries about destinations visited in a particular tour. Simply scan the code to see a virtual tour of highlights of the itinerary. Three new programs in China have been developed, with a strong emphasis on giving

passengers the freedom and flexibility to enjoy some private travel too.



Infinity Holidays - The Luxury Selection by Infinity

Designed as a "one-stop shop" for Honeymooners or for those seeking a high-end experience, this guide combines the brand's luxury experiences from both its Domestic and International ranges. Five-star product including palatial accommodation through to idyllic overwater bungalows situated on crystal-clear lagoons are all featured, with trimmings such as spa treatments and prepaid meal plans, both in big cities & tropical paradise locations.



AAT Kings - Short Breaks and Day Tours 2013/14

Combined into one easy-to-read brochure is the full range of AAT Kings short-tour experiences and single day adventures. Ranging from 2-8 days in duration, the NT and its attractions such as Alice Springs, Kata Tjuta, Kakadu, Darwin, Ayers Rock, Litchfield Park and many more are all featured, and able to be seen either in the luxury of an Inspiring Journey, to the more affordable and down-to-earth experience that is an Aussie Adventures product.



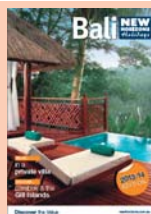
Nordic Travel - Scandinavia 2013

Undoubtedly a unique part of the world, the Nordic countries are well worth exploring to see sights such as the famous Tree Hotel in Sweden, the Gota Canal Cruise and, at the right time of the year, the Northern Lights. Itineraries encompassing the Norwegian Fjords, Russia and capital cities can all be tailored to suit.



Creative Holidays - Australia 2013

Ten new hotels have been packed into an already strong range, including five in Queensland alone. A symbol, indicating a "Hand-Picked" hotel recommends great value for money, excellent location and a personal endorsement from the Creative team. Some include the Vibe Hotel Darwin Waterfront and the Mercure Hadleys Hobart. Many day tours & glossy photos add to the collection.



New Horizons Holidays - Bali 2013

Once again, a comprehensive selection of product on the island of Bali, Nusa Lembongan & nearby Lombok is available, with accommodation in all styles and to suit all budgets, from bungalows to luxury huts and private secluded villas with personal pools and butler services. The new range includes a number of new tours, cruises, horse riding tours, surf lessons & discos.



Grand Pacific Tours - New Zealand 2013/14

A number of new, all-inclusive itineraries have been developed as part of the latest GPT brochure, offering everything from luxury coach touring, to smaller groups, cruising and rail itineraries across both islands of New Zealand. Also featured are a number of special interest and niche itineraries taking in parts of the country, such as geo-thermal tours in Rotorua, which can be combined with interisland cruises, car and motorhome rentals.

REWARD!

Lost & Found in Singapore



This week *Travel Daily* and **Singapore Tourism Board** are giving you the chance to win **one of four \$200 Red Balloon vouchers**.

Be surprised at the adventures Singapore has to offer! There's certainly more than enough thrills - think free falls or high speed - in this city to set your heart racing. The question is, are you game for it? Share with us something you found in Singapore and you'll be in the running to win.

I got lost in Singapore and found an exciting adventure:
(in 25 words or less)

Send your entry by COB on Fri to: stbcomp@traveldaily.com.au



Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices:
advertising@traveldaily.com.au

ACTE network forum

FORGING new relationships in Business/Govt travel communities will be the focus of two special networking events held by The Association of Corporate Travel Executives (ACTE) in Melbourne this week and Sydney on 05 Mar.

More details on the sessions, which will look at the tightening economic climate worldwide, can be found at www.acte.org or email Andrew Kelly for additional info on akelly@acte.org.

Business Development Manager NSW Holland America Line and Seabourn

For 140 years, Holland America Line has been a recognised leader in cruising, taking guests to exotic destinations around the world delivered in a gracious and elegant style. Holland America Line's fleet of 15 ships offers 500 cruises to 350 ports of call, visiting all seven continents. We have extended hospitality and world-class service to more than 11 million guests.

Seabourn pioneered small-ship, ultra luxury cruising, and continues to represent the pinnacle of that unique style of travel. Its fleet of six intimate, all-suite ships, carrying between 208 and 450 guests each, sail to the world's most desirable destinations.

Reporting to the Director of Sales and supported by a Business Development Representative, the Business Development Manager is responsible for exceeding revenue objectives, by increasing the awareness of Holland America Line and Seabourn products and services through the travel agent network.

Specific responsibilities include: promoting our premium and ultra luxury products and services through on-site sales calls, telephone/written communication, supporting the development of local marketing for agents, delivering sales presentations to target client groups, and conducting ship inspections with the focused goal of exceeding your target.

We seek applications from individuals comfortable selling award winning premium and ultra luxury products with 5+ years' 'on the road' sales experience who demonstrate:

- experience managing key accounts and delivering revenue growth
- excellent communication skills (written and verbal) with an engaging and impactful presentation style
- highly developed relationship building and influencing skills
- strong commercial acumen and numerical skills
- experience in developing detailed business plans to achieve challenging goals
- a high degree of motivation and organisation with a team orientation
- a willingness to travel as required, work evenings and weekends

Ready to join Holland America Line and Seabourn for a once-in-a-lifetime experience? For further information and to apply online, please visit: careers.carnivalaustralia.com

Job Reference: CAR/1054925



Cousteau Earth Month

CONTIKI has opened sales on a one-time-only departure of its 11-day Galapagos & Ecuador tour, where passengers will be able to dive with Contiki sustainability partner Celine Cousteau.

The 21 Apr departure is priced from \$2,685pp, with Contiki to donate the profits to oceanic projects in the Galapagos region in line with Earth Month fundraising.

TCF termination

THE Travel Compensation Fund has this morning announced the non-voluntary termination of the Northbridge, WA office of Peter Pan's Backpackers Adventure Travel (ABN:50 097 725 329) as its licence was cancelled.

Shooting hoops with United



SPONSORING the Sydney Kings National Basketball team can have its advantages, as United Airlines scored some great seats at the Kings' recent NBL match against the Cairns Taipans.

United treated some staff from American Express & the Wyoming Office of Tourism to enjoy the fast-paced action near courtside.

Pictured above in the back row from left is Travis Pyke, Melissa Louison, Liza Rarm & Mark West, all from American Express.

Front row: Julie Stingel, United Airlines; Julia Munday, American

Express, Matt Miller, United Airlines and James Scoon from the Wyoming Office Of Tourism.

Hotel bonuses appeal

AUSTRALIAN travellers can be swayed to book a particular hotel based on factors such as in-room technology, balconies, positive reviews and a "home away from home" atmosphere, according to new research from Hotels.com.

The online hotel retailer polled 8,600 people worldwide, with many Australian respondents citing homely creature comforts as crucial to selecting a hotel.

More than 90% of Aussie globe trotters say they actively search and read reviews about a hotel they are considering, while 26% said a hotel's eco-friendly attitude also plays a major part.

Aussies also like simple bonuses, with more than half won over by free in-room bottled water, 35% convinced by a free breakfast, while 22% seek unlimited food and drinks as part of their stay.

LAN low season fares

LAN Airlines is offering fares from Sydney to South America priced from \$1,499, for travel from 01 May to 30 Sep 2013, when ticketed before 17 Mar.

Super Rugby Rd 2 Winner

CONGRATULATIONS

Steve Loch

from Virgin Australia

Steve is the top point scorer for Round 2 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a \$50 Coles/Myer voucher, courtesy of **Compass Car Rental.**



1st Prize: 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



Westbury at TC conf

AFTA chief executive Jayson Westbury will address more than 100 Travel Counsellors at their annual conference, taking place 01-03 Mar at Hamilton Island.

Westin to Sacramento

STARWOOD Hotels & Resort has outlined plans to open its first Westin-branded property in the Californian capital of Sacramento.

The brand will take over the former 100-room Le Rivage hotel, with naming rights to be installed following a US\$3.2m renovation, to be opened in Apr this year.

Community key for 2nd Syd Apt

MINISTER for Infrastructure Anthony Albanese has reiterated again today the urgency for a decision on a second airport for Sydney, as Melbourne's growth of int'l businesses multiplies.

Addressing the Asia Pacific Aviation/Aerospace Leaders Summit 2013 in Melbourne this morning, the Minister emphasised that without a second airport in Sydney, flight delays will increase and passenger traffic will slow. "By 2015 - just two years from now - there will be no slots available for new services during

peak times, including international flights," Albanese said.

"Ultimately, faced with congestion and delays, airlines will be forced to decide whether to fly into Sydney, or indeed Australia, at all."

He said that the scoping study into the suitability of a second base at Wilton in Sydney's south west was in the process of being completed, stressing that "no decision about any future airport site will be made unilaterally" and that community involvement "will be fundamental."

Destiny to Sunshine

CARNIVAL Cruise Lines is rolling out a \$155m ship transformation of *Carnival Destiny* which will result in the ship being renamed as *Carnival Sunshine*.

The upgrade incorporates Carnival's 'Fun Ship 2.0' features installed on the vessel, such as new dining and entertainment options for guests.

Once completed, ship will initially be deployed for a European season ex Barcelona from Apr.

Coral Princess on reef

SMALL-SHIP cruising operator Coral Princess Cruises has resumed service on the Great Barrier Reef using its newly renovated *Coral Princess II* vessel.

The 44m ship has been fitted with noise reduction technology along with a full exterior repaint.

Monday 25th Feb 2013

Italy culture itinerary

TAUCK has introduced a new, eight-day Italian itinerary to its Culturious range of escorted tours.

The newest addition to the culture-rich range visits Florence, Rome and Venice, and aims to deliver an in-depth, behind-the-scenes look at historical elements of the three popular Italian cities.

Monorail wind down

SYDNEY Monorail is encouraging passengers to take one final ride on the iconic attraction before it ceases operations permanently & is dismantled at the end of Jun.

Hawaii loves its groupies



HAWAII Tourism Oceania held a function on Fri in Sydney to thank group & corporate trade partners for their ongoing business and support over the past 12 months, ahead of AIME in Melbourne.

Twelve suppliers, made up of Hawaiian Islands tourism bureau chapters, hoteliers and DMCs, networked with a group of 45+ PCOs and corporate agents at the elegant Ivy Sunroom.

Aside from being kept informed as to the latest developments in Hawaii, attendees had a chance to win from an amazing pool of prizes, including accommodation, sightseeing, luaus, helicopter trips and a major prize that included Hawaiian Airlines flights to Honolulu and island hopping.

HTO Country Manager Australia Helen Williams encouraged group bookers to aim to have clients spend a minimum of six to eight nights in the Hawaii islands, enabling sufficient time to split stays at multiple islands.

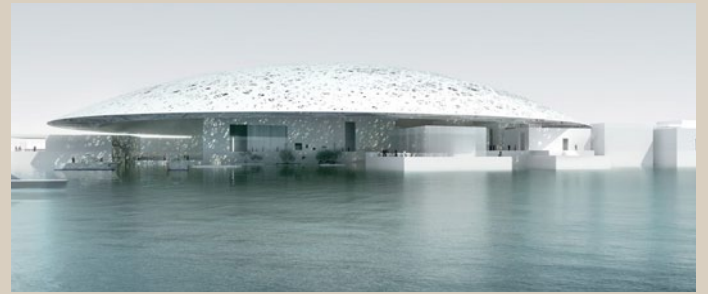
She also recommended PCOs try to ensure visitors immerse themselves in local experiences to obtain a taste of Hawaiian culture.

Pictured at the event from left are: Marie Watanabe, sales mgr Oahu Visitors Bureau; Helen Williams, HTO; Linh To-Nguyen, sales mgr Hilton Hawaiian Village Waikiki Beach Resort; Danny H. Breatchel, regional director of sales & marketing, The Kahala Hotel & Resort; and Kathy Clarke, Kathy Clarke Hawaii.

Abu Dhabi

Win

a luxury trip to Abu Dhabi



Abu Dhabi Tourism & Culture Authority is giving one lucky *Travel Daily* reader and their guest the chance to experience the awe-inspiring nature, exhilarating adventure, rich culture and warm Arabian hospitality of Abu Dhabi.

Your luxurious prize will include: return Coral Economy Class flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane) with award-winning Etihad Airways, 4 nights' accommodation at the 5* beachfront Fairmont Bab Al Bahr, an Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

For the month of February, simply send the correct answers for our daily questions to abudhabicomp@traveldaily.com.au and this fascinating Arabian holiday for two could be yours.

Q17. Saadiyat Island, just minutes from downtown Abu Dhabi, is undergoing a remarkable transformation and is set to house the world's single largest concentration of premier cultural assets. Name two world famous museums being built there.

Hint - Visit www.visitabudhabi.ae

The deadline for all answers is 5.00pm Thursday 28th February, 2013.

Click here for full terms & conditions and to view all questions.



Fairmont
BAB AL BAHR
ABU DHABI

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AIRWAYS

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Sick of dealing with client complaints? Tired of looking after staff? Here's a chance to use your client management skills in a whole new direction! Join the AA Team and enjoy the variety and challenge this role will provide when you place senior managers in their next perfect role

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- confirming placements,
- marketing including placing adverts,
- client account management and business development

WHAT'S IN IT FOR YOU:-

- an excellent salary package plus uncapped commission
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 - upto 25 days paid holiday leave
 - one on one training and development
 - exciting annual 5 star conferences
- Min 5 years travel exp including supervisory a must for this role!

LARGE MARKET ACCOUNT MANAGEMENT CORPORATE ACCOUNT MANAGER SYDNEY - SALARY PACKAGE \$90K PLUS BONUS

Manage a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to a global brand who celebrates and rewards success and offers long term career development

THE ULTIMATE SALES ROLE IN CORPORATE CORPORATE BUSINESS DEVELOPMENT SYDNEY - SALARY PACKAGE OTE \$100K+

This role will set your pulse racing if you enjoy hunting for new business, developing a pipeline, building new relationships, delivering great pitches, negotiating deals and winning! If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, get on board this leading corporate agency and don't look back. This company rarely recruit in their sales team so get on board.

AFRICA ENTHUSIASTS THIS IS YOUR DAY ADVENTURE RESERVATION TEAM LEADER MELBOURNE – SALARY TO \$60K

Are you confident leading by example and being able to provide back up support for your team?

This superb company is looking for a highly skilled manager with excellent knowledge of the Africa regions to lead and motivate a team of specialist reservation consultants who are experts in their field. You will need previous leadership skills, strong people skills and a great attitude, enquire today.

LAST CHANCE TO SECURE A SALES ROLE IN WA AREA SALES MANAGER PERTH– SALARY PACKAGE to \$65k + Incentives

This fantastic new sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the WA territory. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect person.

ATTENTION ALL ANALYSTS IN SUNNY QLD PRODUCT ANALYST BRISBANE– SALARY PACKAGE OTE \$80K++

This leading travel company in Brisbane has a vacancy within their product team, you will be responsible for providing commercial support to the product contracting and finance teams with a key focus of maximizing contract margins by providing financial analysis over key contracts. Bring your strong analytical skills, finance and travel knowledge to this rare vacancy, great salary on offer.

LEADERS MOVE AWAY FROM FACE TO FACE RETAIL TEAM LEADER SYD - SALARY PACKAGE \$60K PLUS INCENTIVES

This leading international wholesale organization have a vacancy within their direct reservations team for a strong team leader to motivate and lead this team to even further success. Leading a team of 4 you will have a strong background in travel, have used a GDS system and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

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Finding talent within the Australian Travel Industry

South Pacific Travel Consultant

Brisbane - Competitive Salary Package - Ref 388A

Do you have a passion for the South Pacific? If you want to use your expertise in selling the Pacific Islands and specialise in this niche product, then this is the role for you! You will work in a retail and wholesale environment, tailoring itineraries and offering your expert product knowledge to all of the South Pacific islands in order to secure bookings. Uncapped commission and a fun & friendly team environment are offered with this leading Queensland travel company.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Luxury Travel Consultant

Canberra - \$DOE + Super + Commission - Ref 446

A rare opportunity for an experienced Travel Consultant to join a fantastic, friendly team based in the nation's Capital. Are you adept at dealing with high end clientele? Love face-to-face consulting? Are you proficient at providing 5* levels of customer service, whilst using your solid product knowledge to book dream vacations? This brilliant boutique Canberra agency needs you! Apply now for the chance to move into this amazing role and up your earning potential!

For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)

Snr. Leisure & Corporate Travel Cons.

NE Victoria - \$Competitive + Incentives - Ref 448

Has your fire been snuffed by your boring old job? Then show your might & detonate! A dynamite Travel Consultant is required to bring their passion and client base to a dynamic, well established office located in North East Victoria. Selling a mix of corporate and leisure travel, you will ideally have the experience to handle each client's individual demands, whilst using Amadeus and Travelog to book memorable worldwide itineraries. Create a bang and reignite your will again.

For more information, please call Patrizia on (02) 9113 7272 or click [APPLY](#)

Travel Consultant

Adelaide CBD - \$DOE + Super + Incentives - Ref 6001

This is a fantastic new role that has just become available in Adelaide. Do you love planning holidays, from long haul Europe trips of a life time to romantic weekends away to Melbourne? We are looking for a travel industry professional that has awesome product knowledge and fantastic customer service skills. This company is stable and well established, looking for an experienced consultant to join the team. If you love travel and you love sales - this is the role for you!

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Wholesale Travel Consultant

Brisbane CBD - Fantastic Salary Package - Ref 444SA

Passionate about travel and looking for a new challenge with a leading Wholesaler? The ultimate wholesale Travel Consultant position has just opened up in Brisbane to sell worldwide holidays to both direct customers and Travel Agents! Great \$\$\$, recognition and endless rewards are on offer with this fantastic opportunity! Ideally you will have wholesale travel industry experience and GDS experience along with A-Grade customer service skills.

For more information, please call Stephanie on (02) 9113 7272 or click [APPLY](#)

Corporate Travel Consultant

Sydney - \$DOE + Super + Commission - Ref 408

Attention all savvy experienced Travel Consultants; this is the career opportunity you have been waiting for! Join our team of professionals, booking corporate and VIP Clientele where the earning potential & rewards are uncapped! We are looking for experienced consultants who have GDS experience and a true passion for travel to join this fast paced and extremely successful business! If you pride yourself on customer service, destination knowledge & 5 star consulting.

For more information, please call Briarna on (02) 9113 7272 or click [APPLY](#)

Senior Travel Consultant

SE Melb - \$Negotiable + Super + Bonus - Ref 443

Do have an interest in arts, history & culture? Do you enjoy looking after your clients and ooze second to none customer service? If you have more than 5 years experience in retail / wholesale or homeworking, I want to hear from you. The ideal candidate will have solid GDS skills, have the ability to work on complex itineraries and have a great knowledge of special interest tours. This lovely niche and busy 'by appointment only' agency needs a passionate Senior Consultant today!

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Travel Consultant (Temporary)

Perth - \$DOE - Ref 5050

Temp Travel Consultant & Reservation roles aplenty in Western Australia! If you have the experience, we have the roles! Our clients are well known in the Perth areas, who are looking for excellent travel industry experienced candidates to help with the increased work load. If you have a minimum of 2 years experience within a travel agency or wholesaler, have fantastic Calypso, GDS and/or Tramada experience we have the roles for you! Short and long term temporary roles available.

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)



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or download your FREE Travel Trade Jobs App
(Available on Apple & Android Smartphones)**